

## Message Text

UNCLASSIFIED

PAGE 01 SEOUL 00413 170916Z  
ACTION COME-00

INFO OCT-01 EA-09 ISO-00 EB-07 PASS-00 /017 W  
-----171013Z 063376 /11

R 170754Z JAN 77  
FM AMEMBASSY SEOUL  
TO SECSTATE WASHDC 1560

UNCLAS SEOUL 0413

E.O. 11652: N/A  
TAGS: BEXP, KS  
SUBJECT: COMMERCIAL PROGRAM REPFIND SERVICE

TO: MR. LARRY M. PERKINS  
PRESIDENT  
AUTO-STEAM, INC. INTERNATIONAL  
P.O. BOX 31-1220 27TH STREET  
FORT MADISON, IOWA 52627  
TEL: 319-372-4344

REFERENCE: YOUR LETTER OF JANUARY 6, 1977

1. THE EMBASSY HAS RECEIVED YOUR LETTER CONCERNING YOUR PLANNED VISIT TO SEOUL TO LOCATE AN IMPORTER/DISTRIBUTOR FOR KOREA THROUGH USE OF OUR "REPFIND" SERVICE WHICH HAS HELPED MANY OTHER U.S. EXPORTERS. THE "REPFIND" SERVICE INCLUDES OFFICE SPACE IN OUR TRADE CENTER, A PREARRANGED SCHEDULE OF APPOINTMENTS, COMMERCIAL INTELLIGENCE AND USE OF A SECRETARY/INTERPRETER. THE EMBASSY CHARGES A NOMINAL FEE OF DOLS 25 FOR A CONTRACT SECRETARY TO HELP ARRANGE AND COORDINATE YOUR APPOINTMENTS, AND FOR OTHER EXPENSES. PLEASE SEND A CHECK FOR DOLS 25 TO U.S. EMBASSY SEOUL. THIS SUM COVERS ADVANCE WORK AND THE FIRST DAY OF VISIT AND IS NOT REFUNDABLE. PAYMENT FOR ANY ADDITIONAL DAYS OF SERVICE, AT THE SAME \$25 DAILY RATE, MAY BE MADE AFTER YOUR ARRIVAL. PLEASE CABLE US THE FIRM DATES OF YOUR VISIT AND WE WILL ARRANGE APPOINTMENTS WITH THE POTENTIAL

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REPRESENTATIVES YOU MENTIONED IN YOUR LETTER.

2. IN ORDER TO CLEAR CUSTOMS MODELS MUST BE SHIPPED TO THE US TRADE CENTER SEOUL APO SF 96301 PRIOR TO YOUR ARRIVAL. BACKGROUND INFORMATION IS AVAILABLE ON MANY COMPANIES THROUGH THE COMMERCE DEPARTMENT WORLD TRADE DATA REPORTS. PLEASE REQUEST THESE REPORTS FROM THE COMMERCE OFFICE NEAREST YOU

PRIOR TO YOUR ARRIVAL AND THEY WILL BE AVAILABLE FOR YOU.  
REGARDS, BRYANT, COMMERCIAL ATTACHE.

AMERICAN EMBASSY  
SEOUL, KOREA  
SNEIDER

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 17-Jan-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977SEOUL00413  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770016-0738  
**Format:** TEL  
**From:** SEOUL  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Line Count:** 69  
**Litigation Code IDs:**  
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**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 9ac8f2d8-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
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**Review Content Flags:**  
**Review Date:** 22-Sep-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3580395  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** COMMERCIAL PROGRAM REPFIND SERVICE TO: MR. LARRY M. PERKINS PRESIDENT  
**TAGS:** BEXP, KS  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/9ac8f2d8-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
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22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009